

A Connecticut Agent's Experience.

This gentleman is located in the thickly populated manufacturing districts of his State, and consequently he has a great number of people to canvass, and we must say he does well. Recently his wife was taken very ill, but a thorough course of "OUR NATIVE HERBS" put her right. Read his letter and profit by his example:



THE ALONZO O. BLISS CO.

Gentlemen: I have been a canvassing agent all my life and have handled various kinds of goods with average success.

A few years ago "OUR NATIVE HERBS" was brought to my notice by the benefit a friend derived from its use. I wrote you for the local agency, which was granted. I immediately started to canvass my assignment thoroughly, and leave literature at the few places where I could not sell medicine.

"OUR NATIVE HERBS" gave satisfaction from the first, and my trade commenced to increase nicely. I saw the possibilities of the agency, and concluded I could not do better than obtain the exclusive control of New Haven County, which I did. I have been pushing "OUR NATIVE HERBS" ever since with good success. I attribute my success to the following reasons:

First—To the pure herbal and curative properties of "OUR NATIVE HERBS," which are unequalled.
Second—To the placing of a guarantee in each box sold.
Third—To your honorable and upright business methods.
I have tried various methods of introducing the medicine, but I find that the good old plan of persistent and close personal canvassing pays the best. I have also tried newspaper advertising as an auxiliary to my canvassing, and I find it pays well. I ran a small notice in my local paper, and as a result had quite a number of mail orders and several requests to call with the medicine.

I have yet to hear of the first person who has not derived some benefit from the use of "OUR NATIVE HERBS." This medicine has made some wonderful cures in my neighborhood, and my friends and neighbors, one and all, never fail to recommend it to those suffering from disease. I have tried special health reports, too, and think they are an excellent means of impressing the cures on the people, as without a doubt testimonials from people from the same locality have more weight than those from some far-away State. The agent who wishes to make the most of his agency must try all schemes, and not stick to one particular idea.

I would advise all of my brother agents to work early and late, as they will not be able to find a business that will pay them better. Wishing you continued success, I am, very truly yours,

JAMES R. BROCKETT.

A Few Words About Our Business.

For several months we have been sending The Post to all of our agents with the view of not only supplying them with the best and latest news from all sections of the country, but to communicate to them at stated periods any information we may wish to, and publish the views and sales of our representatives from different countries.

Our agents, one and all, are pleased with the scheme, and anything that pleases them and advances the popularity of "OUR NATIVE HERBS" is just what we want. It is true, we expect our representatives to make a reasonable effort for business in their locality, and we do not feel disposed to send the paper regularly to the agent who only orders once a year. We are willing to send it to the agent who orders at least once every six months, and we think you will agree with us that this is a sufficient time to send the paper without receiving an order or letter giving some good reason for not doing so.

Some of you after reading about the sales of our agents and the quantities disposed of in a stated time may become discouraged and quit because they are not doing as well. These agents should bear in mind that those who make such good sales are workers, and devote all of their time to the agency, and consequently their sales should be more.

To those who are dissatisfied, we would advise that they devote more time to the business. A few hours' canvassing each day will soon put your agency on a good paying basis, and the time taken from your work will hardly be noticeable.

By canvassing we mean a personal visit at every house in your neighborhood; don't skip a single one, as those you miss will be the ones where medicine is needed the most.

When you call make your argument as brief and to the point as possible, and confine your talk to the medicine and what it will do. It is an excellent plan to cite two or three persons in your vicinity who have been cured by "OUR NATIVE HERBS." Indorsements of this character go farther and carry more weight than all we can say. You must remember, it is not what WE say about the medicine that sells it, BUT the cures it has made, and is continuing to make throughout the world! You can also mention the great saving in doctor's bills "OUR NATIVE HERBS" makes.

There are thousands of families all over the country who do not have to call a doctor from one year's end to another. These people all use "OUR NATIVE HERBS."

This is one of the strong points and should not be overlooked. You should call the attention of your prospective customers to our guarantee and its advantages.

Special Reports for Each State.

As we realize that local testimonials have more weight than those from a distance, we have decided to publish Health Reports for every State. Then an agent will be able to leave matter bearing indorsements from parties in his own State, and possibly they may be known to the people of his neighborhood. Now to get out these reports in good shape we will need a liberal supply of testimonials and photographs to select from; so we would be glad to have you procure as many testimonials and photographs as convenient, and forward them to headquarters as soon as possible. Be sure to have the party testifying state the case clearly.

An Agent from Alabama Gives His Experience.

The territory Mr. Crawford works is in the sparsely settled districts of his own State, but he manages to make good sales and correspondingly handsome profits, in spite of the few people he has to canvass.

He has been with us quite a while and is one of our most enthusiastic workers, and believes heart and soul in "OUR NATIVE HERBS" and the cures it makes. Tablets take well in his section, and he is acting in a wise manner when he pushes them.

THE ALONZO O. BLISS CO.

Gentlemen: Inclosed you will please find an order for another supply of "OUR NATIVE HERB TABLETS." Please ship them as soon as possible, as my present stock is entirely exhausted, and I have orders that I cannot fill until the shipment arrives. The Tablets are selling fine and give universal satisfaction; several of my customers will not have it in any other style, as the Tablets are easier to take, are not so troublesome to carry around, and the results are equally as beneficial as the powder.



The crops in my section are about harvested now, and I intend to go over my section carefully and see if I cannot make as good sales as some of those I read about in The Post. Those agents are making money, and I feel as if I could do as well if I was in as thickly populated a district as they are. However, I am going to give them a race and see what I can do. I want one of those prizes you offer, and will put my best foot foremost in my attempt to win it. I think I will be able to make larger orders from now on, as my trade is picking up every day, and I am of the opinion that it will continue to do so. I am careful to take the return card from every box, see that it is filled out properly, and sent in to you. This gives the people confidence, and shows them you take an interest in their individual case and want to cure them. When I canvass I try to make my talk as plain and clear as possible, telling the people in a few simple words what "OUR NATIVE HERBS" is, what it will do, and that I want them to buy a box and be cured. I am also careful to mention that it is a preventive as well as a cure, and that a few doses taken in the first stages of a disease will invariably save much suffering and expense. I make many sales on this argument. One of my customers was threatened with typhoid fever. I advised that he use a few doses of "OUR NATIVE HERBS." He did so, and was not troubled with the fever at all.

I am collecting testimonials and photographs which I will forward you shortly. I find the people are always ready and willing to speak a good word for your matchless medicine. The metal signs, tapes, and other literature you send is of great assistance to me, and I always see that it is carefully distributed. Very truly yours,

M. G. CRAWFORD.

THE ALONZO O. BLISS COMPANY,

Washington, D. C. Kansas City, Mo. Chicago, Ill. San Francisco, Cal. Montreal, Can. London, Eng.

SHAMROCK A WONDER

So Said Everybody Who Saw Her Trial Spin.

SAILED OVER THE CUP COURSE

Sir Thomas Lipton Delighted with the Showing Made by His Boat in American Waters—Another Trial To-day with a Different Set of Sails—Columbia and Defender Sail Their Last Test Race, the Former Winning by Over Ten Minutes.

New York, Sept. 4.—The Shamrock spread her wings for her first practice in American waters to-day, and every one who saw her move said she was very fast. David Barrie, Sir Thomas Lipton's representative, said to-night:

"The day passed without accident. In the morning the Shamrock made thirteen knots. There was a fine breeze, and the boat was very steady. Sir Thomas is more than pleased. The Erin and the Shamrock left their moorings about 8:30 in the morning. When we got away a tug towed the Shamrock, but in midstream, after the Shamrock had been reached, the tug was ordered to stop. The Shamrock proceeded alone. I did not keep any record of the time, but I think it was about 11 o'clock when the trial was started, and between 3 and 4 when it was over. Sir Thomas, Mr. Fife, the designer of the Shamrock, and Mr. Ratsey were aboard the Shamrock, but I stayed on the Erin. Capt. Archie McKeith and his assistant, Capt. Bob Winge, steered the yacht alternately. "The sail over the regular cup course, starting from the Scotland Light Ship, making for the Long Island shore, then back to what I would call the New Jersey shore, and then back to the starting point."

Verdict of the Spectators.

"Aside from the Shamrock and her escorts, there were no boats down there except the press boats. But every one who saw her said: 'She's a wonder.' "Mr. Barrie said that after the trial the Shamrock, with her tender, anchored in the Hudson, where they will remain until after the races are over. The Erin, with Sir Thomas Lipton aboard, will probably stay at Sandy Hook until Wednesday, when she will bring her owner to Tompkinsville. Mr. Barrie said that there would be another trial to-morrow, with the Shamrock carrying the same spars, but another set of sails. Just when the new spars will be placed in position he could not say.

The only unusual incident of the trip was the passing of the Shamrock and the Erin and the ocean liner City of Rome, which was incoming. This occurred when the Shamrock had started on her trial, and was about four miles off Sandy Hook, and as near as we could to the ship," said Mr. Barrie, "about 300 feet, I should say, and there was great cheering by the passengers. The steamship saluted the Shamrock with her siren whistle and dipped her colors. The passengers were all crowded to the side, and I never thought so many people could get to a ship. They gave us a great reception."

Last of the Trial Races.

Newport, R. I., Sept. 4.—In to-day's race, the second and last of the official trial races for the settlement of a defender of the America's cup, the Columbia again demonstrated that she is the superior of the Defender, the 1886 champion, by defeating her ten minutes and seven seconds in a triangular course in an eight knot breeze and a smooth sea. The contest was a procession throughout, with the Columbia leading at the start by thirteen minutes and gaining on every leg of the course. The first leg was a reach from

the starting line at Brenton's Reef Lightship southeast one half east to a flag mark, a distance of ten miles, and from the moment the Columbia crossed the line she steadily sailed away from her rival, going round the first mark three minutes and thirty-six seconds ahead.

The second leg was also a reach, a little broader than the first, but even if the Defender did set her spinnaker a mile from the turn she dropped two minutes and nineteen seconds more in the run to the second mark.

The third leg of the triangle was almost a dead beat to the finish, the two boats making a long hitch clear up the going round the first mark three minutes and thirty-six seconds ahead.

There will be no more official races, that of to-morrow settling conclusively in the minds of the committee which the two boats is better fitted to meet the Shamrock.

Columbia Will Be Chosen.

The cup committee is permitted to defer announcing the name of the yacht selected to defend the cup until a week prior to the date of the first contest, and therefore the decision was not made public to-day. Of course there is not the slightest doubt that the Columbia will be the craft chosen.

What all the onlookers would like to see is a contest between the boats when the Shamrock is carrying her lower sails. On the run to the New York Yacht Club from this point to Vineyard Haven during the recent cruise in a half gale, the Defender practically defeated the Columbia on time allowance and there are today many who think that the old boat is the faster in a stiff breeze with lifted sheets.

On the run to the Vineyard the Columbia had a pine mast, which no doubt handicapped her to some extent, and what remains to be seen is whether she is improved in heavy weather by the steel mast as much as she is in moderate breezes.

There will be a race to-morrow between the Columbia and Defender for a cup offered by William Goddard, of Providence. Mr. Iselin's father-in-law. The contest will be over a course fifteen miles to windward or leeward and return, starting from Brenton's Reef Lightship at 2 p. m.

The race will be run by the New York Yacht Club regatta committee. The reason for holding this race is to try a new and lighter weight mainsail on the Columbia.

DEWEY IN A BRITISH PORT.

Escorted to the Palace by the Grenadier Guards—Slightly Indisposed.

Gibraltar, Sept. 4.—The United States cruiser Olympia, with Admiral Dewey on board, which arrived here at 9:15 o'clock this morning, fired the usual salute in honor of the garrison and the compliment was returned by the batteries on shore and the British battle-ship Devastation.

Admiral Dewey is slightly indisposed at present and intends to live ashore during his stay here. Mr. Horatio L. Sprague, United States consul at Gibraltar, an old friend of Admiral Dewey, warmly welcomed him. At noon the American Commander landed; the batteries again saluted.

The Second Battalion of the Second Grenadier Guards escorted Admiral Dewey in the carriage of Gen. Sir Robert Biddulph, the governor and commander-in-chief, to the palace, for the purpose of paying Gen. Biddulph an official visit.

The Olympia is expected to sail September 11 for New York. The crew of the warship is well.

In the course of the afternoon Sir Robert Biddulph returned Admiral Dewey's visit, receiving the usual salutes on his arrival.

The Devastation manned yards and her hand played "Hail Columbia," the Olympia returning the compliment with the British national anthem and dipping her flag thrice. While the Devastation was firing the Olympia's gun Peppitt's hand was shattered by the explosion of a charge which he was ramming home.

WILL PAY IN THE END

Believing This, the People Will Hold the Philippines.

MR. CARTER'S PRACTICAL VIEW

The Campaign on the Expansion Policy Will Be One of Educating the Voters to the Commercial Advantages of Our Oriental Possessions—Wants Strong Government There—Senator Morgan Says Manila Will Be the South's Cotton Market.

It is the opinion of Senator Carter, of Montana, as expressed to a Post reporter yesterday, that the war in the Philippines will end by the list of next January.

"And then?" "And then," repeated the Senator, as he stepped back into the shade of the Treasury building, "we will have to meet the problem of the future disposition of the islands. I realize that then we cannot appeal to the people to stand by our soldiers fighting for the flag as a matter of patriotism. The fighting will have ended and it will be simply an abstract question for the people to answer."

"How will the Republican party present the question?" "By insisting that the retention of the Philippines is a matter of business profit. This is a practical age. We are going to deal with this question on the basis of dollars and cents. If the American people believe that the Philippines are going to help us, they will never let the islands go. If, on the other hand, they find that the Philippines mean a constant drain and mill return, you will find the verdict of the people to be against permanent retention. I believe that possession of the islands means a great stimulus to trade, especially for the Pacific coast. Oregon wheat now goes to Liverpool around Cape Horn. If it goes to Manila or Hongkong, so much the better for the wheat grower. Half the population of the globe lives in the Orient, and the Philippines are the key to it. I believe that the Philippines will develop this great field under exceptional advice have been given, and the more reason I believe that possession of the islands means a great stimulus to trade, especially for the Pacific coast. Oregon wheat now goes to Liverpool around Cape Horn. If it goes to Manila or Hongkong, so much the better for the wheat grower. Half the population of the globe lives in the Orient, and the Philippines are the key to it. I believe that the Philippines will develop this great field under exceptional advice have been given, and the more reason I believe that possession of the islands means a great stimulus to trade, especially for the Pacific coast. Oregon wheat now goes to Liverpool around Cape Horn. If it goes to Manila or Hongkong, so much the better for the wheat grower. Half the population of the globe lives in the Orient, and the Philippines are the key to it. 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